

Maximizing First Time Home Buyer Opportunities with Down Payment Assistance



Maximizing First Time Home Buyer Opportunities with Down Payment Assistance

AGENDA

Registration/Sign-In

Opening Remarks

Introduction

NJHMFA Presentation

PHFA Presentation

NY HFA Presentation

Freddie Mac HFA Advantage Presentation

Panel Discussion

Moderator: Jordan Moskowitz, NJHMFA

Justin Eden, PHFA

Michelle Farren, PHFA

Lakesha Walker, NJHMFA

Jesse Crawford, NJHMFA

James Hall, Freddie Mac

Q&A and Wrap Up



INTRODUCTION

2018 Homebuyer Profile Statistics:

- According to the National Association of Realtors – First Time Home Buyers make up 33% of all home buyers. The largest share of home buyers continues to be the 25 to 34 age group, which accounts for 54% of all home buyers.

Exhibit 1–18: Age of First-Time and Repeat Buyers

(Percentage Distribution)

	ALL BUYERS	FIRST-TIME BUYERS
18 to 24 years	2%	6%
25 to 34 years	24%	54%
35 to 44 years	22%	23%
45 to 54 years	15%	8%
55 to 64 years	18%	6%
65 to 74 years	15%	3%
75 years or older	5%	*
Median age (years)	46	32
Married couple	45	32
Single female	54	35
Single male	52	33
Unmarried couple	34	31
Other	56	53

INTRODUCTION

2018 Homebuyer Profile Statistics :

- According to the National Association of Realtors – 71% of all First Time Home Buyers were previously renting an apartment or house.

Exhibit 1–23: Prior Living Arrangement of First-Time and Repeat Buyers

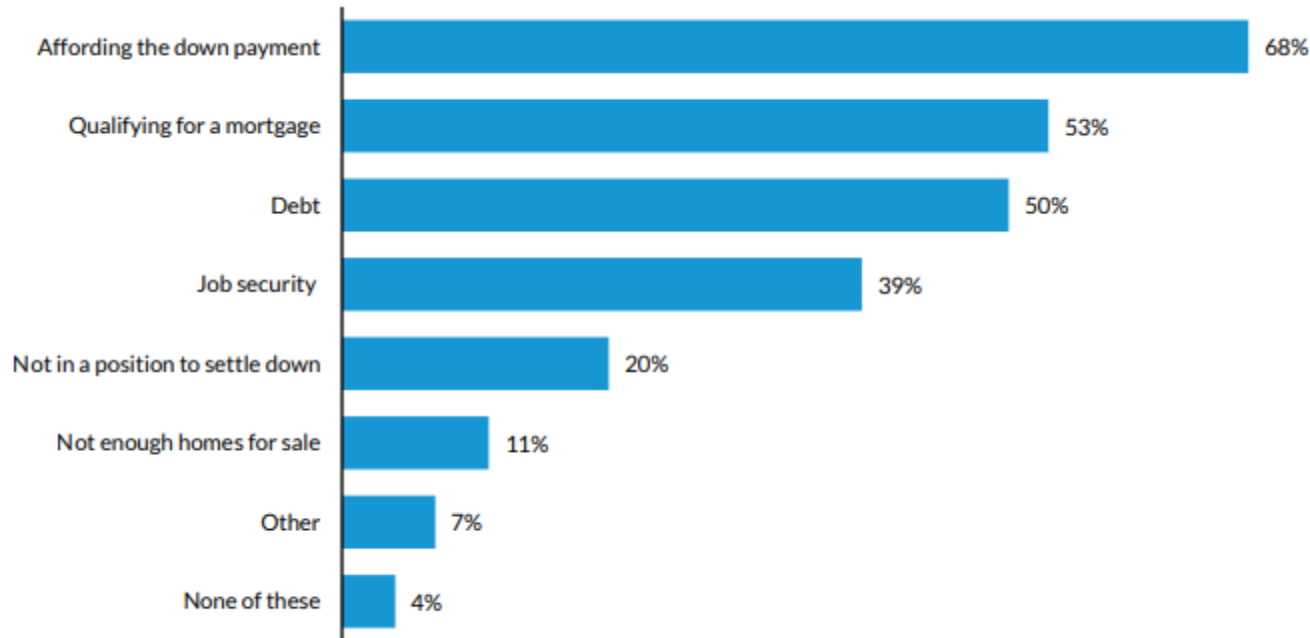
(Percentage Distribution)

	ALL BUYERS	FIRST-TIME BUYERS
Owned previous home	49%	3%
Rented an apartment or house	37%	71%
Lived with parents/relatives/friends, paid rent	6%	11%
Lived with parents/relatives/friends, did not pay rent	6%	12%
Rented the home ultimately purchased	2%	3%

THE ROAD BLOCKS TO HOMEOWNERSHIP

THE ROAD BLOCKS TO HOMEOWNERSHIP

- Studies show the leading barriers why renters do not purchase homes are: down payment and closing costs, qualifying for a mortgage, debt, job security, not in a position to settle down, not enough homes for sale, and other.



Sources: 2018 Zillow Housing Aspirations Survey and the Urban Institute.

THE ROAD BLOCKS TO HOMEOWNERSHIP

The Lack of Down Payment:

- The lack of down payment has delayed homebuyers from being able to achieve the dream of homeownership.

Exhibit 5–7: Years Debt Delayed Home Buyers From Saving for a Downpayment or Buying a Home

(Percentage Distribution)

	ALL BUYERS	FIRST-TIME BUYERS	REPEAT BUYERS
One year	18%	16%	21%
Two years	20%	21%	18%
Three years	14%	13%	15%
Four years	6%	7%	6%
Five years	18%	17%	19%
More than five years	24%	26%	21%
Median	3	3	3

THE ROAD BLOCKS TO HOMEOWNERSHIP

Down Payment and Closing Costs:

- According to a survey conducted by Freddie Mac in April 2019. The upfront costs of purchasing a home, including down payments and closing costs, are commonly rated by all renters as a primary obstacle to homeownership.
- Specifically, nearly nine in ten (88%) low-income renters said that having the money for a down payment and closing costs would be an obstacle to homeownership if they were considering buying a home.
- Middle-income renters (72%) also indicate the same challenge. Of these groups, 62% of low-income and 39% of middle-income renters consider having these funds a “major obstacle” to homeownership.

THE ROAD BLOCKS TO HOMEOWNERSHIP

Down Payment and Closing Costs:

- Additionally, a survey taken by the Urban Institute and the Federal Reserve, 53 percent of renters cited their inability to afford a down payment as the reason they rent, by far the most frequently most cited explanation.
- In another Urban Institute survey, conducted with Fannie Mae, over three-quarters of respondents answered that they were either “not at all familiar” or “not too familiar” with down payment assistance programs.

THE ROAD BLOCKS TO HOMEOWNERSHIP

- Here's a snapshot of the expenses that prevented buyers from being able to save money for a down payment to buy a home.

Exhibit 5–8: Expenses That Delayed Saving for a Downpayment or Saving for a Home Purchase, by First-Time and Repeat Buyers

(Percent of Respondents Who Reported Saving for a Downpayment was Difficult)

	ALL BUYERS	FIRST-TIME BUYERS	REPEAT BUYERS
Share Saving for Downpayment was Most Difficult Task in Buying Process:	13%	27%	6%
DEBT THAT DELAYED SAVING:			
Student Loans	50%	56%	38%
Credit card debt	37%	34%	43%
Car loan	35%	36%	31%
Child care expenses	17%	15%	21%
Health care costs	13%	11%	17%
Other	17%	16%	21%
Median Years Debt Delayed Home Purchase Among Those Who Had Difficulty Saving	2	2	2



NEW JERSEY HOUSING AND MORTGAGE FINANCE AGENCY

Governor, Phil Murphy

Executive Director, Charles A Richman

NJHMFA, WHO ARE WE?

NJ HOUSING AND MORTGAGE FINANCE AGENCY



About Us:

The New Jersey Housing and Mortgage Finance Agency (NJHMFA) provides funding for affordable home ownership and housing opportunities for New Jersey residents. NJHMFA is the State's housing finance agency. We respond to the needs of residents by implementing creative programs and establishing alliances that: fund affordable home mortgages for first-time home buyers. NJHMFA's programs are offered through our network of approved lenders.



NJHMFA'S MISSION

NJ HOUSING AND MORTGAGE FINANCE AGENCY



Mission:

The New Jersey Housing and Mortgage Finance Agency (NJHMFA) is dedicated to increasing the availability and accessibility to safe, decent and affordable housing to families in NJ. NJHMFA offers programs that help qualified borrowers purchase a home by providing access to affordable first mortgages and down payment assistance programs.

PARTNERING WITH REALTORS

NJ HOUSING AND MORTGAGE FINANCE AGENCY

Partnering with Realtors

- In the homeownership process, realtors are typically the first point of contact for buyers before reaching out to a lender. It is our hope that you will share this information with buyers so that we can increase the number of qualified borrowers that our program can help.
- By utilizing our program resources it will help a greater pool of qualified buyers to achieve the dream of homeownership without the frustration of finding resources for down payment and closing cost.



NJ HOUSING AND MORTGAGE FINANCE AGENCY

Partnering with Realtors

- Statistics show that over 85% of buyers purchase a home through a real estate agent or broker, so equipping realtors with the knowledge of down payment resources is fundamental to helping more buyers.

Exhibit 4–4: Method of Home Purchase, by Adult Composition of Household

(Percentage Distribution)

ADULT COMPOSITION OF HOUSEHOLD						
	ALL BUYERS	MARRIED COUPLE	SINGLE FEMALE	SINGLE MALE	UNMARRIED COUPLE	OTHER
Through a real estate agent or broker	87%	87%	86%	86%	89%	89%
Directly from builder or builder's agent	6%	7%	4%	5%	5%	4%
Directly from the previous owner	7%	6%	8%	7%	6%	8%
Knew previous owner	4%	3%	4%	4%	4%	7%
Did not know previous owner	3%	3%	4%	3%	2%	1%

MORTGAGE PROGRAMS

NJ HOUSING AND MORTGAGE FINANCE AGENCY

The First Time Homebuyer (FTHB) and Homeward Bound Programs are the foundational mortgage programs that can be combined with the NJHMFA Down Payment Assistance (DPA) Program.

- The New Jersey Housing and Mortgage Finance Agency's (NJHMFA) First-Time Homebuyer Mortgage Program provides a competitive loan for eligible homebuyers purchasing their first home in New Jersey.
- The NJHMFA First-Time Homebuyer Mortgage Program is a 30-year, fixed-rate government insured loan. The rates are determined by NJHMFA and are sent to our lenders each business day by 10am.



FIRST TIME HOME BUYER PROGRAM

SINGLE FAMILY MORTGAGE PROGRAM OVERVIEW

First Time Home Buyer (FTHB) – Borrower Requirements

- Borrower(s) must purchase and occupy a residential home in New Jersey.
- Borrower(s) must qualify and meet all requirements for an NJHMFA first mortgage loan originated through a participating lender.
- Borrower(s) must be a first-time homebuyer, defined as someone who has not had an ownership interest in their primary residence during the previous three years.
- Qualified Veterans do not need to be first-time home buyers, but must not own another primary residence at closing.

SINGLE FAMILY MORTGAGE PROGRAM OVERVIEW

First Time Home Buyer (FTHB) – Borrower Requirements

- Borrower(s) must have a FICO score of 620 or greater and meet debt-to-income requirements.
- The debt to income ratio – max ratio of 40/45.
- Borrowers/Household Income must meet the FTHB Statewide Household Income Limits – The household income includes all adult household members who are 18 and older that are not full-time students.
- Borrower(s) may not possess enough liquid assets to close a mortgage loan at 80% LTV or less.

NJHMFA STATEWIDE INCOME LIMITS

Statewide Limits For First-Time Home Buyers

Effective 4/30/19

MAXIMUM INCOME LIMITS - STATEWIDE AREA

COUNTIES	Percent of Area Median Income (AMI)	
	100%	115%
	1-2 FAMILY HOUSEHOLD	3+ HOUSEHOLD
Atlantic, Burlington, Camden, Cape May, Cumberland, Gloucester, Hudson & Salem	\$100,500	\$115,575
Essex, Morris, Sussex & Union	\$100,600	\$115,690
Monmouth & Ocean	\$102,300	\$117,645
Warren	\$103,400	\$118,910
Mercer	\$105,800	\$121,670
Bergen & Passaic	\$106,600	\$122,590
Hunterdon, Middlesex & Somerset	\$118,300	\$136,045

MAXIMUM PURCHASE PRICE LIMITS - STATEWIDE AREA

COUNTIES	1 - FAMILY	2 - FAMILY	3 - FAMILY	4 - FAMILY
Cumberland	\$283,348	\$362,818	\$438,532	\$544,981
Atlantic	\$284,629	\$364,371	\$440,422	\$547,344
Mercer	\$310,505	\$397,491	\$480,473	\$597,114
Warren	\$335,345	\$429,307	\$518,904	\$644,905
Burlington, Camden, Gloucester & Salem	\$362,256	\$463,733	\$560,574	\$696,656
Cape May	\$372,606	\$477,008	\$576,594	\$716,546
Bergen, Essex, Hudson, Hunterdon, Middlesex, Monmouth, Morris, Ocean, Passaic, Somerset, Sussex, Union	\$653,883	\$837,284	\$1,012,044	\$1,257,680

HOMEWARD BOUND PROGRAM

SINGLE FAMILY MORTGAGE PROGRAM OVERVIEW

Homeward Bound Mortgage Program – Borrower Requirements

- Borrower(s) must purchase and occupy a residential home in New Jersey.
- Borrower(s) must qualify and meet all requirements for an NJHMFA first mortgage loan originated through a participating lender.
- Borrower(s) must be a first-time homebuyer, defined as someone who has not had an ownership interest in their primary residence during the previous three years.
- Qualified Veterans do not need to be first-time home buyers but must not own another primary residence at closing.
- Higher debt to income ratios compared to FTHB Program, and a higher rate for 30 year fixed mortgage.



SINGLE FAMILY MORTGAGE PROGRAM OVERVIEW

Homeward Bound Mortgage Program– Borrower Requirements

- Borrower(s) must have a FICO score of 620 or greater and meet debt-to-income requirements.
- The debt to income ratio – max ratio of 40/50.
- Borrowers/Household Income must meet the Homeward Bound Program Household Income Limits – The household income includes all adult household members who are 18 and older that are not full-time students.
- Borrower(s) may not possess enough liquid assets to close a mortgage loan at 80% LTV or less.

NJHMFA HOMEWARD BOUND INCOME LIMITS

Income Limits For Homeward Bound Program Participants

MAXIMUM INCOME LIMITS - TARGET AREA

COUNTIES	Percent of Area Median Income (AMI) 140%
Atlantic, Burlington, Camden, Cape May, Cumberland, Gloucester, Hudson & Salem	\$140,700
Essex, Morris, Sussex & Union	\$140,840
Monmouth & Ocean	\$143,220
Warren	\$144,760
Mercer	\$148,120
Bergen & Passaic	\$149,240
Hunterdon, Middlesex & Somerset	\$165,620

MAXIMUM PURCHASE PRICE LIMITS - TARGET AREA

COUNTIES	1 - FAMILY	2 - FAMILY	3 - FAMILY	4 - FAMILY
Atlantic	\$347,880	\$445,342	\$538,293	\$668,976
Cumberland	\$346,315	\$443,445	\$535,983	\$666,088
Mercer	\$379,506	\$485,822	\$587,244	\$729,807
Warren	\$409,866	\$524,708	\$634,216	\$788,218
Burlington, Camden, Gloucester & Salem	\$442,757	\$566,784	\$685,146	\$851,469
Cape May	\$455,407	\$583,009	\$704,727	\$875,779
Bergen, Essex, Hudson, Hunterdon, Middlesex, Monmouth, Morris, Ocean, Passaic, Somerset, Sussex, Union	\$799,190	\$1,023,347	\$1,236,943	\$1,537,165

Limits are listed from lowest to highest.

*Federal Housing Administration (FHA) & Veteran Administration (VA) maximum mortgage amounts prevail if more restrictive.

URBAN TARGET AREAS (UTAS)

MARKET OPPORTUNITY INDEX UTA

Urban Target Areas

- Urban Target Areas (UTAs) are designated by the U.S. Department of Housing and Urban Development (HUD). Each County has designated Urban Target Areas.
- Buyers of homes located within Urban Target Areas or Qualified Veterans do not need to be first-time home buyers, but must not own another primary residence at closing.
- The benefits of buying a home in an Urban Target Area are the following:
 - ❖ Higher income limits are permitted in qualifying for a loan.
 - ❖ Higher housing purchase prices are permitted.
- To determine if the proposed property is within a UTA, use the Site Evaluator visit - www.njhousing.gov/homeownership/buyers/site to access the tool.

MARKET OPPORTUNITY INDEX UTA

Urban Target Areas

- Urban Target Areas are an untapped market because buyers can purchase in Urban Target Areas and they do not need to be a first time home buyer to use the Down Payment Assistance Program.
- This can be a pivotal turning point in increasing the opportunities of homeownership in Urban Target Areas.
- Purchases in Urban Target Areas also have the possibility of combining other down payment assistance programs.
- Visit Down Payment Resource Group: <https://downpaymentresource.com/>
- To Learn about other possible down payment assistance programs.

NJHMFA URBAN TARGET AREA LIMITS

Urban Target Area Limits For First-Time Home Buyers

Effective 4/30/19

MAXIMUM INCOME LIMITS - TARGET AREA

COUNTIES	Percent of Area Median Income (AMI)	
	120%	140%
	1-2 FAMILY HOUSEHOLD	3+ HOUSEHOLD
Atlantic, Burlington, Camden, Cape May, Cumberland, Gloucester, Hudson & Salem	\$120,600	\$140,700
Essex, Morris, Sussex & Union	\$120,720	\$140,840
Monmouth & Ocean	\$122,760	\$143,220
Warren	\$124,080	\$144,760
Mercer	\$126,960	\$148,120
Bergen & Passaic	\$127,920	\$149,240
Hunterdon, Middlesex & Somerset	\$141,960	\$165,620

MAXIMUM PURCHASE PRICE LIMITS - TARGET AREA

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MORTGAGE PROGRAMS

SINGLE FAMILY MORTGAGE PROGRAM OVERVIEW

- The First Time Homebuyer (FTHB) and Homeward Bound Programs are the foundational mortgage programs that can be combined with the NJHMFA Down Payment Assistance (DPA) Program.

Buyers of homes located within Urban Target Areas or qualified Veterans do not need to be First-Time Home Buyers, but must not own another primary residence at closing.

FIRST TIME HOME BUYER PROGRAM	HOMEWARD BOUND PROGRAM
Minimum Credit Score 620	Minimum Credit Score 620
Lower Income Limits	Higher Income Limits
Lower Debt to Income Ratios	Higher Debt to Income Ratios
30 Year Fixed Rate Mortgage	30 Year Fixed Rate Mortgage
Lower Interest Rate	Higher Interest Rate
Borrower is required to complete the HUD Approved Credit Counseling.	Borrower is required to complete the HUD Approved Credit Counseling.
1 to 4 Unit Property Allowed	1 to 4 Unit Property Allowed

DOWN PAYMENT ASSISTANCE

NJHMFA DOWN PAYMENT ASSISTANCE OVERVIEW

Down Payment Assistance Program

- NJHMFA (DPA) Program provides qualified homebuyers with \$10,000 toward down payment and/or closing costs.
- The DPA is a \$10,000 forgivable loan with no payments and no interest rate. The DPA is a subprogram to be coupled with a NJHMFA 1st Mortgage.
- DPA must be coupled with an FHA, VA, or USDA First Mortgage thru NJMFA. (Conventional Mortgages Are Not Being Accepted At This Time.)
- If the homebuyer resides in the property as their primary residence for 5 years after purchase without selling, refinancing or defaulting, the \$10,000 is completely forgiven.



NJHMFA DOWN PAYMENT ASSISTANCE OVERVIEW

Down Payment Assistance Program

- In the event the Borrower conveys, refinances or ceases to occupy the premises during the five-year term, all DPA loan funds will be due and payable.
- This Program is not available for New Construction and must be used for the borrower's Primary Residence in the State of New Jersey.
- Borrowers can still use Seller Concession with the Down Payment Assistance Program.
- With DPA some borrower(s) may not need any additional funds of their own for closing.

ELIGIBLE PROPERTIES

NJHMFA ELIGIBLE PROPERTIES OVERVIEW

ELIGIBLE PROPERTIES

- The property must be located in the state of New Jersey.
- Must be a single-family home, condominium, townhome, manufactured or mobile home.
- A two- to four-family dwelling unit (which has been in existence for five or more years) of which one unit is to be occupied by the Borrower as his/her principal residence.

HUD APPROVED CREDIT COUNSELING

HUD APPROVED CREDIT COUNSELING COURSE

- All borrowers are required to complete a HUD Approved Credit Counseling Course. The course can be online or in person.
- The course must be completed before the lender sends the loan file to the Agency for review. A certificate of completion is required for each borrower.
- Here is a link for NJ HUD Approved Credit Counseling Agencies
 - <https://apps.hud.gov/offices/hsg/sfh/hcc/hcs.cfm?&webListAction=search&searchstate=NJ>

WRAP UP

NJ HOUSING AND MORTGAGE FINANCE AGENCY

NJHMFA:

- NJHMFA is a solution for one of the leading reasons that consumers do not purchase homes. The programs available through NJHMFA provide a strategy to help renters and buyers who are faced with the roadblock of a lack of resources for down payment and closing costs.
- NJHMFA programs can be used with seller concession and the use of NJHMFA programs can provide sellers with a greater pool of potential buyers. When buyers utilize our programs it does not delay the purchasing time, as our lenders are accustomed to NJHFMA turn time.



NJ HOUSING AND MORTGAGE FINANCE AGENCY

NJHMFA

- Buyers purchasing properties in Urban Target Areas do not need to be a first time home buyer, but cannot own a primary residence at closing.
- If you have a buyer who is interested in utilizing our program they can contact one of our participating lenders to start the process today. If you have a preferred lender and they are not on our list of participating lenders please have them send an email to SFLenders@njhmfa.gov today to learn more about enrolling in our program.



QUESTIONS AND ANSWERS



Contact List

Leadership Team – Single Family Division

Name	Title	Phone Number	Email
Jordan Moskowitz	Director of Single Family	609-278-7446	Jmoskowitz@njhmfa.gov
Natasha Encarnacion	Assistant Director of Single Family	609-278-8834	Nencarnacion@njhmfa.gov

Business Development Team– Single Family Division

Name	Title	Phone Number	Email
Lakesha Walker	Manger of Business Development	609.278.7561	Lwalker@njhmfa.gov
David Sabol	Business Development Coordinator	609-278-7540	Dsabol@njhmfa.gov
Danielle Wituschek	Business Development Analyst	609-278-7677	Dwituschek@njhmfa.gov

Marketing Team

Name	Title	Phone Number	Email
Jesse Crawford	Lender Outreach & Marketing Coordinator	609-278-7587	Jcrawford@njhmfa.gov



PA HOUSING FINANCE AGENCY

SINGLE FAMILY MORTGAGE PROGRAMS



Tom Wolf, Governor

Brian A. Hudson, Executive Director

PHFA Mission

In order to make the Commonwealth a better place to live while fostering community and economic development, the Pennsylvania Housing Finance Agency provides the capital for decent, safe and affordable homes and apartments for older adults, persons of modest means and those with special housing needs.

www.phfa.org

Agenda

- ❑ What is PHFA?
- ❑ Programs for Homebuyers
- ❑ Assistance Programs
- ❑ Repair Options
- ❑ Homebuyer Education
- ❑ Contact information

PHFA, who are we?



- ❑ Created in 1972
- ❑ Non- profit; Quasi Government Agency
- ❑ Headquarters in Harrisburg, PA
- ❑ Several departments: Homeownership
- ❑ Considered an “Investor”
- ❑ Over 176,000 loans purchased, worth over 14.3 billion dollars

HFA Preferred™ (Lo MI) Program

HFA Preferred™ Lo MI

❑ Highlights of the program

- ❑ Competitive conventional interest rates
- ❑ Down payment and closing cost assistance can be used in conjunction with this product
- ❑ Lowest MI rates on the market
 - ❑ 18% coverage for LTVs > 95% and ≤ 97%
 - ❑ 16% coverage for LTVs > 90% and ≤ 95%
 - ❑ 12% coverage for LTVs > 85% and ≤ 90%
 - ❑ 6% coverage for LTVs > 80% and ≤ 85%

HFA Preferred™ Lo MI

- ❑ No first-time homebuyer requirement
- ❑ Property must be primary residence
- ❑ One unit properties only
- ❑ Minimum FICO of 620
 - ❑ Must take homebuyer education. Scores below 680 must attend in person counseling. Scores 680 or above can either take in person or online session.
- ❑ Max LTV 97%
- ❑ CLTV 105%
- ❑ Max DTI 50%
- ❑ Must contribute the lesser of 1% or \$1000
- ❑ Appendix B for qualifying income limits

Keystone Home Loan: Conventional

Keystone Home Loan-Conventional

- ❑ Maximum LTV up to 97%
 - ❑ Approved Mortgage Insurance: PHIF only
- ❑ Income and purchase price limits
 - ❑ Appendix A
 - ❑ Gross annual income of all adult occupants
- ❑ First-time homebuyer requirement
 - ❑ Applies to all non-target areas
 - ❑ 3 Year rule
 - ❑ May own other real estate; not primary residence
 - ❑ Waived in 39 Target counties & some census tracts
 - ❑ Waived for Veterans
- ❑ Maximum DTI 50%

Mortgage Insurance Coverage

- ❑ The Pennsylvania Housing Insurance Fund (PHIF)
 - ❑ Permitted to only insure the Keystone Home Loan program
- ❑ Maximum LTV 97%; Maximum CLTV 105%
 - ❑ Manufactured Homes are limited to 95% LTV
- ❑ All borrowers must have a FICO of at least 660
- ❑ Borrowers must contribute lesser of 1% or \$1000 of own funds

PHIF Pricing

The rate for years 2 through 10 is the same as the first- year rate. For years 11 through term the premium rate is reduced to 0.20%.

LTV /% Coverage	660-679	680-699	700-719	720-739	740-759	760+
95.01% – 97.0% 35%	1.54	1.21	0.99	0.87	0.70	0.58
90.01% – 95.0% 30%	660-679	680-699	700-719	720-739	740-759	760+
	1.28	0.96	0.78	0.66	0.53	0.38
85.01% - 90.0% 25%	660-679	680-699	700-719	720-739	740-759	760+
	0.90	0.65	0.55	0.46	0.38	0.28
80.01% - 85.0% 20%	660-679	680-699	700-719	720-739	740-759	760+
	0.38	0.28	0.25	0.23	0.20	0.20

The plan is a zero upfront monthly premium plan.

Government Financing

Seller's Guide, Chapter 3

Keystone Home Loan: Gov't

Keystone Home Loan-Government

- ❑ Income and purchase price limits
 - ❑ Appendix A
 - ❑ Gross annual income of all adult occupants
- ❑ FHA, VA or RD financing available
 - ❑ Following gov't entity guidelines
- ❑ First-time homebuyer requirement
 - ❑ Waived in 39 Target counties& some census tracts
 - ❑ Waived for Veterans
 - ❑ Applies to all non-target areas
 - ❑ 3 Year rule
 - ❑ May own other real estate; not primary residence
- ❑ Borrowers must have a FICO of at least 620
- ❑ Maximum DTI 45%
- ❑ Borrowers must contribute at the lesser of 1% or \$1000 from their own funds (FHA only)

Keystone Government (K-Gov) Loan

Keystone Government (K-Gov) Loan

- ❑ Loans insured/guaranteed by FHA, VA or RD
- ❑ Borrowers must have a FICO score of at least 620
- ❑ Maximum DTI 45%
- ❑ No PHFA- specific limits
- ❑ No first-time homebuyer requirement
- ❑ Borrowers must contribute the lesser of 1% or \$1000 from their own funds (FHA only)
- ❑ FHA non-occupant co-borrowers are permitted
- ❑ Downpayment/CCA available through Keystone Advantage for eligible buyers

Assistance Programs

Seller's Guide, Chapter 4

Mortgage Credit Certificate (MCC)

What is a Mortgage Credit Certificate?

MCC = Homebuyer Tax Credit

- ❑ An MCC is an actual paper certificate that allows a homebuyer to claim an annual federal tax credit for the life of the original mortgage, as long as it remains the homeowner's principal residence.
- ❑ A PHFA MCC is given to eligible homebuyers who are using a PHFA First Mortgage to purchase their home. There is no fee for this certificate.
- ❑ The credit only expires if the homeowner sells, pays off mortgage or no longer utilizes the home as their principal residence.
- ❑ Borrower can receive up to \$2,000 a year as a tax credit

Mortgage Credit Certificate

Loan Amount	Credit Rate
\$1.00 - \$100,000.00	50%
\$100,001.00 - \$150,000.00	40%
\$150,001.00 - \$200,000.00	30%
\$200,001.00+	20%

- ❑ The \$2,000 limit does not apply to the credit rate of 20%
- ❑ The MCC calculator is available on our website

Mortgage Interest Paid

\$120,000 Loan Amount	K-Gov Interest Paid (4.25%)	Effective K-Gov Interest (4.25%) with MCC (40% Tier)	Savings
Year 1	\$5,061	\$3,061	\$2,000
Years 1-10	\$46,171	\$27,702	\$18,468
Years 1-20	\$79,307	\$47,584	\$31,722
Years 1-30	\$92,518	\$55,511	\$37,007

Keystone Advantage Assistance Loan

Keystone Advantage Assistance Loan

- ❑ Downpayment and/or closing cost assistance for eligible homebuyers
- ❑ Amortized subordinate mortgage (Second Lien)
- ❑ For existing homes: Loan amount = the lesser of 4% of purchase price or appraised value or up to \$6K, whichever is less
- ❑ Each borrower must have minimum FICO of 660
- ❑ 0% interest rate, term 10 years

Keystone Advantage Assistance Loan

- ❑ Maximum Financing
 - ❑ Conventional, FHA, VA, RD requirements apply
- ❑ Eligibility Determination
- ❑ Advantage Loan Payment
 - ❑ Must be included in front end ratio

Access Modification Loans

For Persons with Disabilities

Access Home Modification Loan

- ❑ With any PHFA home purchase program
- ❑ Conventional, FHA or RD
- ❑ \$1,000 to \$10,000 soft/silent subordinate mortgage
- ❑ Repayment is not required as long as buyer occupies home
- ❑ Modifications to be completed within 90 days of closing

Access Downpayment & CCA

- ❑ Used with a PHFA first AND a PHFA Access Home Modification Loan
- ❑ Household income can't exceed \$61,500
- ❑ \$1,000 to \$15,000
- ❑ Subordinate loan
- ❑ Borrowers must need maximum financing (may not have more than 3-5% down)
- ❑ No > \$5,000 in liquid assets after closing

HomeStyle Renovation

Eligible Repairs & Improvements

- ❑ The renovation loan allows eligible borrowers to make renovations, repairs, or improvements to an existing home. The total cost of the renovations cannot exceed 75% of the “as completed value” after renovations.
- ❑ Eligible repairs, alterations and/or improvements must be permanently affixed to the property and add value.
- ❑ Acceptable uses for home improvements:
 - ❑ Roof Repair/Replacement
 - ❑ Installation or improvement of heating or air conditioning systems
 - ❑ Renovation to kitchen/bathroom
 - ❑ Plumbing/ Electric Systems
 - ❑ Room Addition

Program Eligibility

- ❑ Available only with the HFA Preferred™ program.
 - ❑ Purchase or refinance (LCOR)
 - ❑ Must meet HFA income limits (Appendix B)
 - ❑ Max LTV 97%, Max CLTV 105%
 - ❑ Maximum DTI 50%
 - ❑ Can not be combined with:
 - ❑ Keystone Home Loan
 - ❑ Keystone Government (K-GOV)
- ❑ Renovations must be completed within 180 days of closing
 - ❑ Borrowers must occupy property within 60 days of closing

Purchase and Improvement

Introduction to program

- PHFA's Purchase & Improvement Program is designed for homebuyers to purchase and improve a home within the same mortgage transaction.
- This program is limited to the Conventional Keystone Home Loan program up to 97% LTV

Property Guidelines

- ❑ The property may be an existing owner occupied single family dwelling (attached or detached), including condominium units.
- ❑ 1-2 unit properties, PUDs, condos and manufactured housing
- ❑ If the property is a two-unit residence, the borrower must intend to live in one of the units.
- ❑ Must occupy the property within 60 days of closing

Eligible Repair and Improvements

- ❑ The home improvement portion of the loan is limited to no more than \$15,000.
- ❑ Funds may only be used for necessary repairs.
 - ❑ roof repair/replacement
 - ❑ installation or improvement of heating and/or air conditioning systems
 - ❑ renovation to kitchen and/or bath areas
 - ❑ repairs/improvements to plumbing and/or electric systems
 - ❑ improvement of living spaces

Luxury Items

- ❑ Luxury items are not permitted
 - ❑ Swimming Pools
 - ❑ Tennis courts
 - ❑ Hot tubs
 - ❑ Entertainment facilities

Homebuyer Education

Homebuyer Education

- ❑ Homebuyer Education is free
- ❑ Face-to-Face counseling is required for all borrowers with a middle FICO score below 680
- ❑ When using advantage assistance, counseling is required
 - ❑ Below 680 in person, 680 and above can take an online session
- ❑ Online counseling is available for HFA Preferred borrowers with scores >680
 - ❑ Through phfa.org, Genworth, MGIC, Radian and Essent





THANK YOU FOR YOUR
TIME AND ATTENTION



www.phfa.org



State of New York Mortgage Agency

State of New York Mortgage Agency

Homeownership

- HCR's State of New York Mortgage Agency (SONYMA), provides financing and programs designed for first-time and low-income homebuyers.
- SONYMA has two primary mortgage programs, **Achieving the Dream** and **Low Interest Rate**.
- SONYMA offers optional down payment assistance with all mortgage programs and all programs can be combined with other grants and subsidies.



State of New York Mortgage Agency

Achieving the Dream Program

Achieving the Dream is designed to maximize the amount you can afford with minimal down payment required.

- 30-year fixed rate mortgage
- No points - No prepayment penalties
- Down payment requirement as low as 3%
- Minimum cash contribution of 1% (3% for co-ops)
- Available for 1-4 family homes, cooperatives and condominiums
- Can be combined with other SONYMA special features
- Other grants and subsidies can be included with no limit



State of New York Mortgage Agency

Low Interest Rate Mortgage

SONYMA's low interest rate program offers lower down payment requirements and competitive interest rates to qualified buyers.

- 30-year fixed rate mortgage
- No points - No prepayment penalties
- Down payment requirement as low as 3%
- Minimum cash contribution of 1% (3% for co-ops)
- Available for 1-4 family homes, cooperatives and condominiums
- Can be combined with other SONYMA special features
- Other grants and subsidies can be included with no limit



State of New York Mortgage Agency

Down Payment Assistance Loan

- 0% interest rate
- No monthly payments
- Forgiven after 10 years
- Minimum loan amount: \$1,000
- Maximum loan amount: 3% of the purchase price (up to \$15,000) or \$3,000, whichever is highest



State of New York Mortgage Agency

Contact Information

Homeownership Programs:

State of New York Mortgage Agency (SONYMA) Homebuyers Hotline:

1-800-382-HOME
(4663)

BHyatt@nyshcr.org

Affordable Housing Corporation, Access to Home and RESTORE:

OCRinfo@nyshcr.org



Speaker Introduction



Email: james_hall@freddiemac.com

James Hall

Affordable Lending Manager

James engages with Housing Finance Agencies (HFA's) and their lenders and Realtors to offer Freddie Mac's HFA Advantage program to the low- to moderate-income buyers and families in underserved market areas.

Support for Housing Finance Agencies (HFAs)



HFAs: An Opportunity for 1st Time Homebuyers

- Ideal for borrowers with limited funds for down payment and closing costs and those needing extra flexibilities on credit and income sources
- Reach more potential homeowners through HFA programs that:
 - Provide low down payment options
 - Offer preferential pricing
- Majority of HFAs provide “true grant” funds or affordable secondary financing as part of their down payment assistance programs
- An alternative to FHA financing

Working with HFAs

- Freddie Mac provides HFAs with a source of liquidity and supports their service to low- and moderate-income borrowers
- Launched HFA Advantage[®] mortgage, our enhanced product for housing finance agencies, which includes:
 - 97% LTV, 105% TLTV (1-unit)
 - HFA income limits in lieu of Home Possible[®] Area Median Income limits
 - HFA determines homebuyer education requirements
 - Credit enhancement options including Charter-level mortgage insurance coverage
- Engage with master servicers who have relationships with smaller state and local HFAs
- Contact your state or local HFA for program details

Offering Low Down Payment Options

- **Home Possible®**

- First-time buyers and other buyers who qualify based on area median income in the home's location
- Down payment as low as 3%
- Flexible down payment and closing cost funding options
- Co-borrower who is not part of the household allowed
- Private mortgage insurance stops at 80% LTV

- **HomeOneSM**

- First-time buyers – no income restriction
- All borrowers must occupy
- Fixed-rate terms only

- **HFA Advantage®**

- Based on Home Possible underwriting requirements
- 1-unit primary residence; all borrowers must occupy
- State/Local HFA's down payment assistance and guidelines
- Minimum MI coverage required

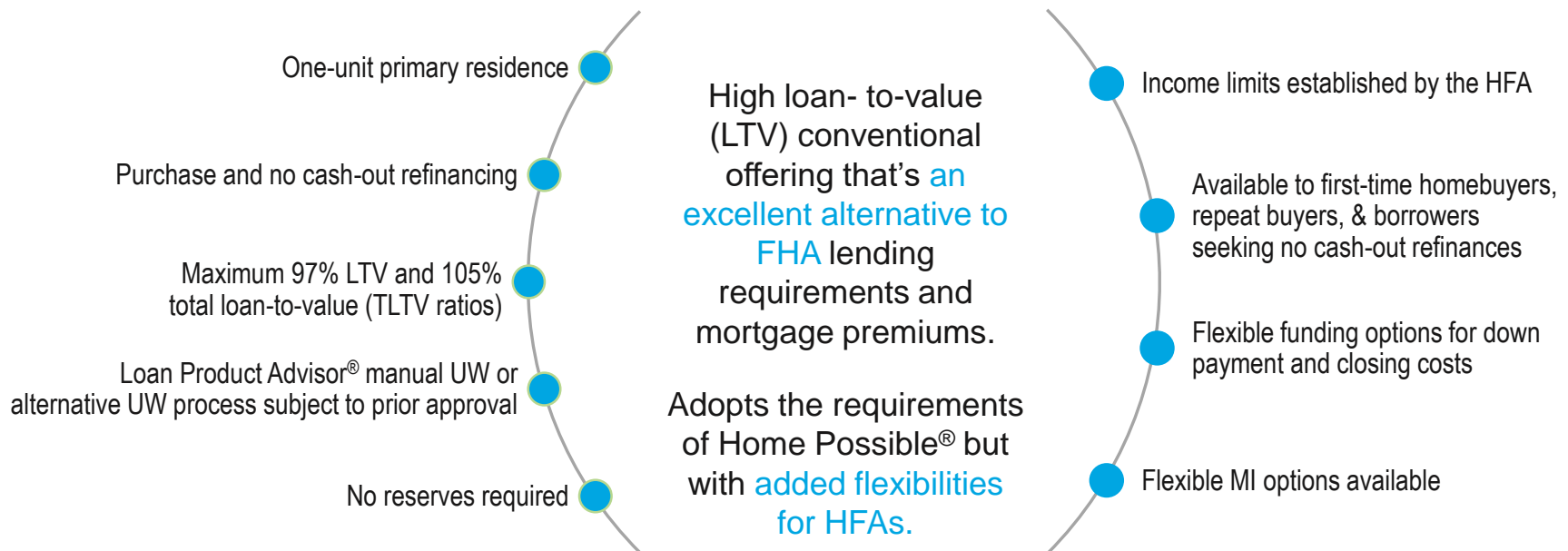


HFA Advantage® Program

Offers HFAs a comprehensive program that enables you to diversify your portfolio while expanding homeownership responsibly.

HFA Advantage Mortgage®	HFA Pricing	HFA Credit Enhancement Options	HFA Direct Seller Onboarding	HFA Support and Training
Enhanced 97% LTV and 105% TLTV Mortgage <ul style="list-style-type: none">• HFA sets income limits• HFA determines homeownership education curriculum• Use of Loan Product Advisor® recommended for broader flexibility• AUS alternatives in lieu of Loan Product Advisor accepted	HFA Pricing <ul style="list-style-type: none">• No credit fees in price• Market competitive pricing, including a standard HFA credit fee in yield and variable sales executions• Cash & Guarantor executions available• Long-term contracts that may be amended subject to 90 days advance notice	Eligible Credit Enhancements <ul style="list-style-type: none">• Minimum private mortgage insurance (MI) required• No mortgage insurance required (12 months recourse)	"White Glove" Process <ul style="list-style-type: none">• No application fees• Streamlined application process and less required documentation• Dedicated Freddie Mac representative to assist you through application, onboarding and setup processes	Helpful Resources <ul style="list-style-type: none">• HFA-focused webinars• Lender training materials and tutorials• Consumer-focused homebuyer education available (CreditSmart®)• Loan Advisor Suite® provides valuable business tools, including:<ul style="list-style-type: none">– Loan Product Advisor®– Loan Quality Advisor®– Loan Collateral Advisor®– Selling System®

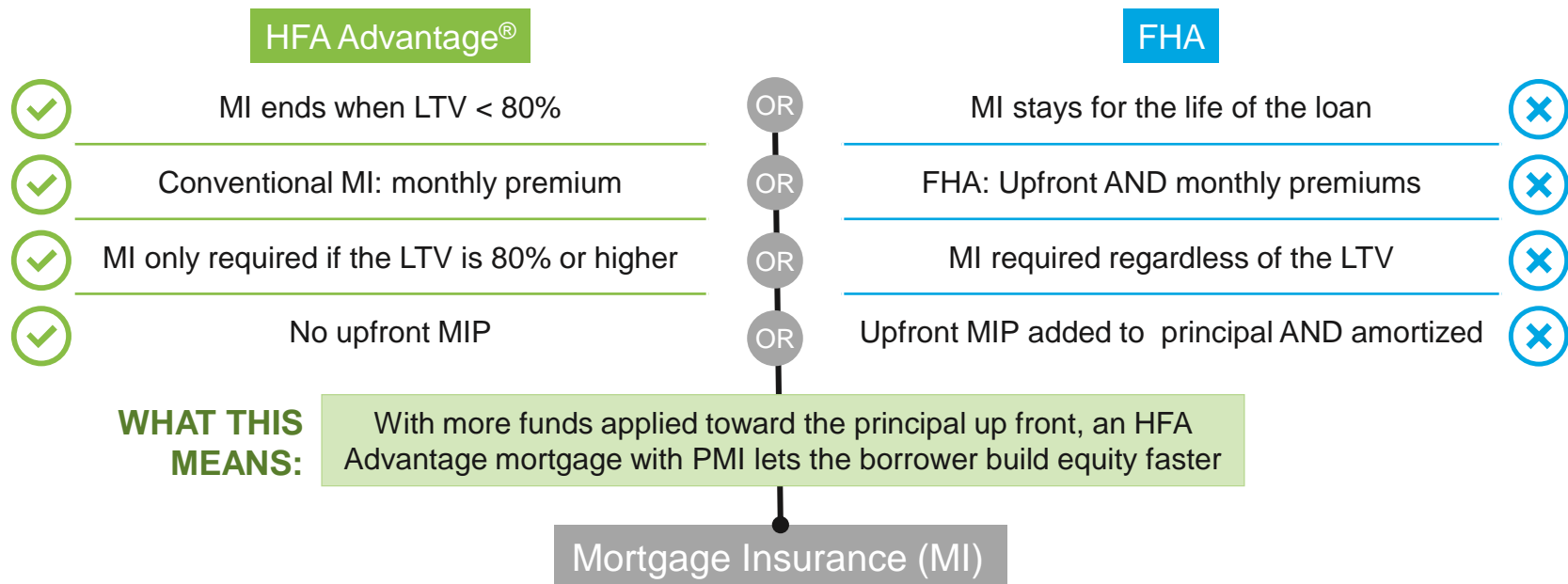
HFA Advantage[®] Mortgage



HFA Advantage[®] Mortgage – Mortgage Insurance

LTV Ratio	HFA Advantage Mortgage Insurance Coverage (Fixed rate only)	Standard Mortgage Insurance Coverage (Fixed rate, term >20 years)
Greater than 80% up to 85%	6%	12%
Greater than 85% up to 90%	12%	25%
Greater than 90% up to 95%	16%	30%
Greater than 95% up to 97%	18%	35%

Why Choose HFA Advantage[®] Mortgage over FHA?

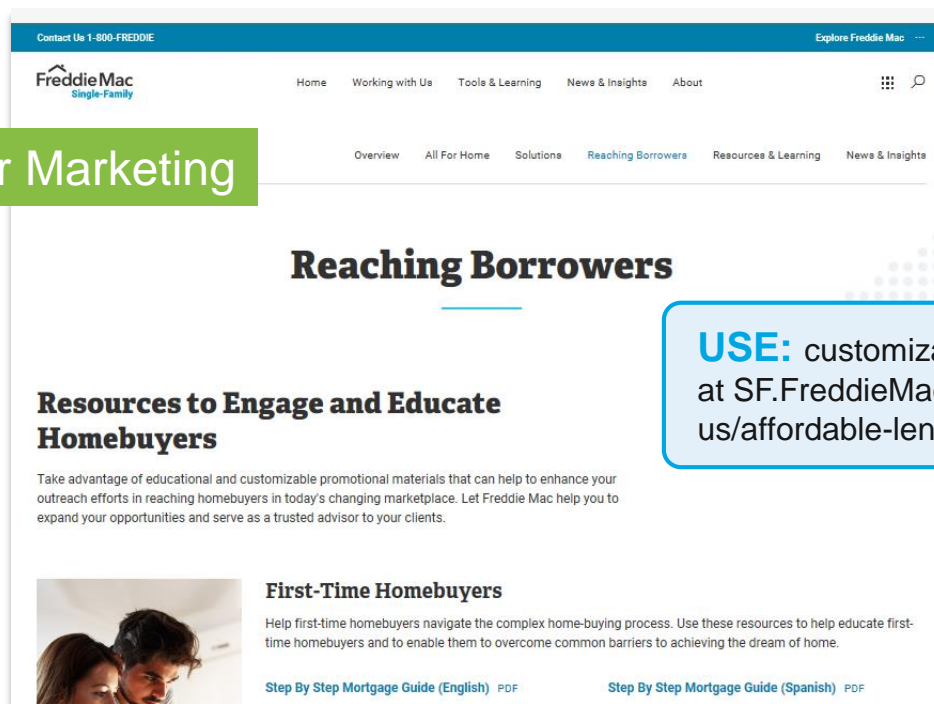


Supporting Your Business with Freddie Mac Resources



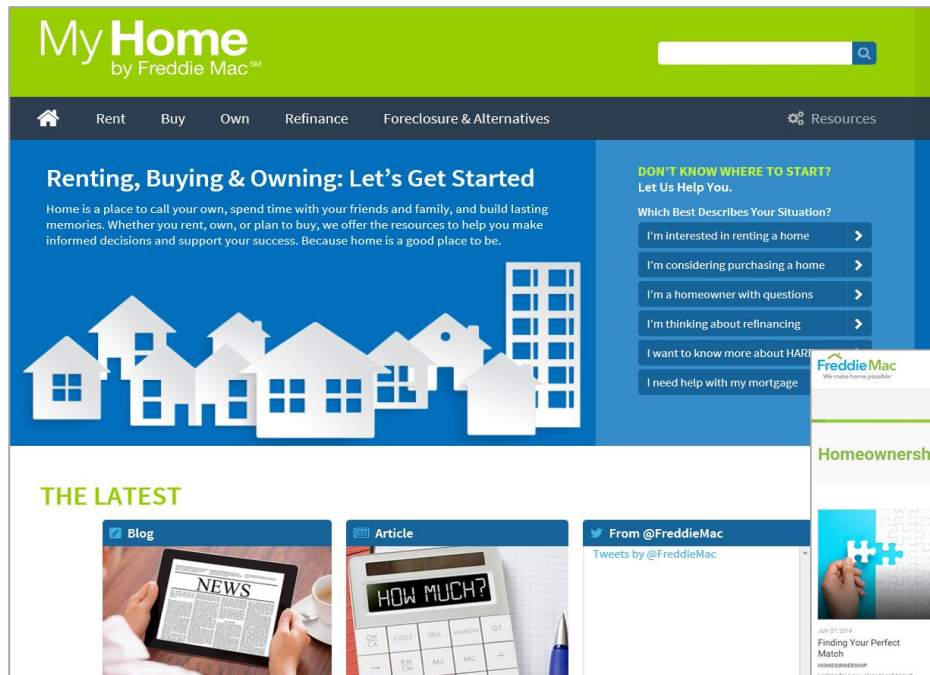
Customizable Marketing Templates to Grow Your Business

Maximize Your Marketing



USE: customizable [marketing templates](https://www.sf.freddiemac.com/working-with-us/affordable-lending/reaching-borrowers) at [SF.FreddieMac.com/working-with-us/affordable-lending/reaching-borrowers](https://www.sf.freddiemac.com/working-with-us/affordable-lending/reaching-borrowers)

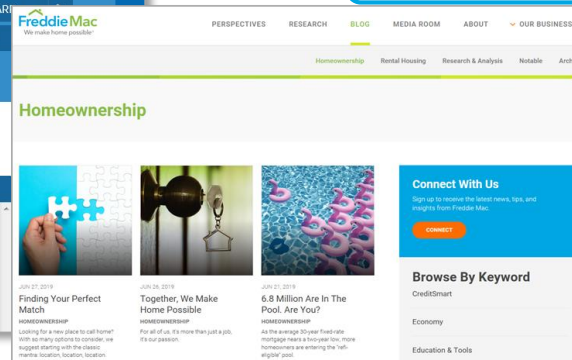
My Home



My Home Website

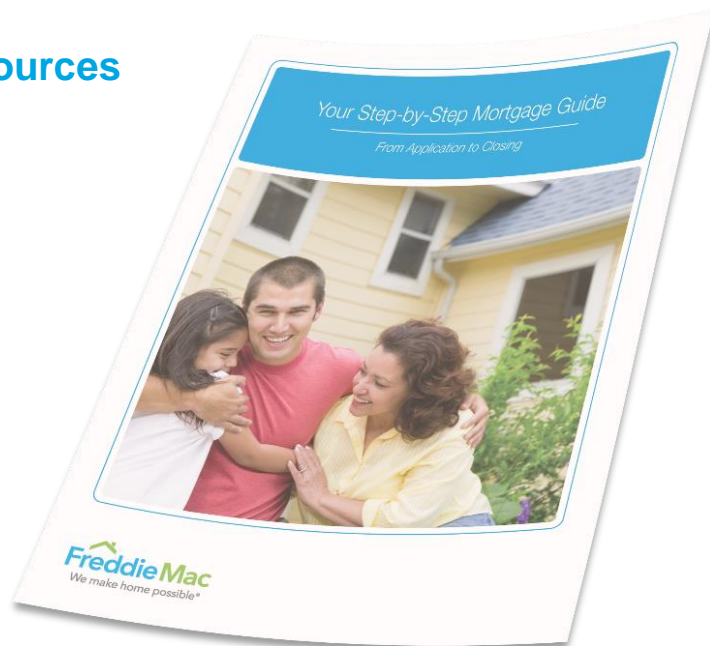
Website for consumers on renting, buying and owning a home

VISIT: SF.FreddieMac.com/MyHome



Helping Borrowers Understand the Mortgage Process

Borrower Resources on My Home:



Step-by-Step Mortgage Guide

Guide to help borrowers understand the mortgage process, from application to closing

VISIT: SF.FreddieMac.com/MyHome

Preparing Borrowers for Homeownership

Freddie Mac's **online** homeownership course that meets the Home Possible® mortgage education requirement.

It's free, convenient and an effective education tool.

Available as instructor-led or online; multiple languages.

12 module curriculum

CreditSmart®



Get homebuyers to the closing table

Use CreditSmart workshops to gain entry to realtor shops, community partners and future homebuyers

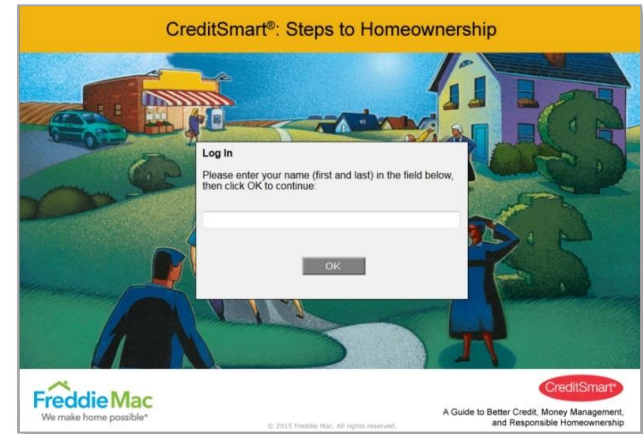
Expand CRA opportunities by preparing future borrowers

VISIT: SF.FreddieMac.com/working-with-us/creditsmart/overview/

Borrower Education Curriculum

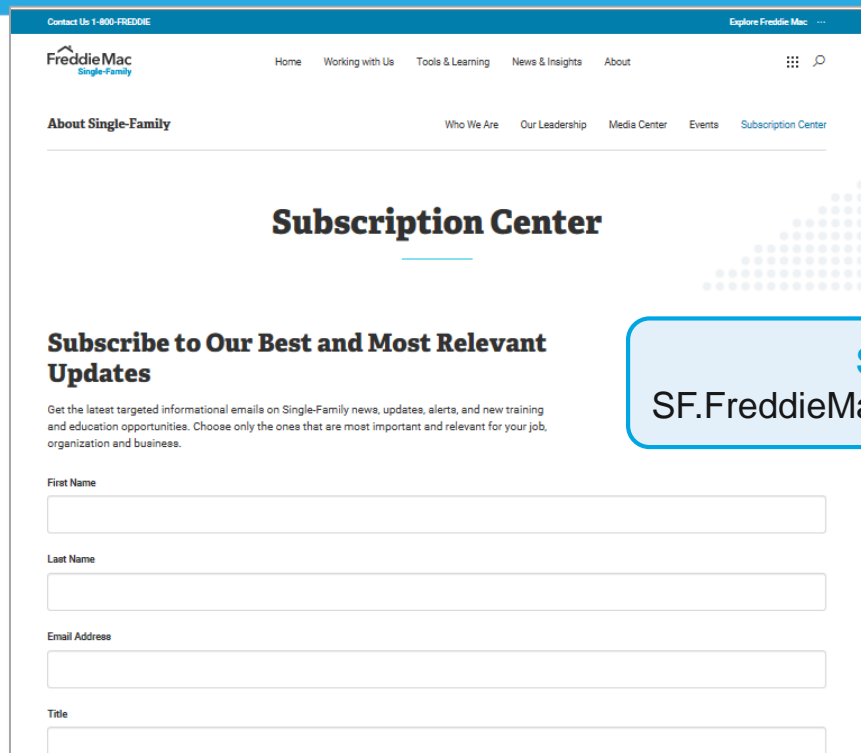
Borrower Education requirements can be met with Freddie Mac CreditSmart® homebuyer education offering.

- 5-Module Tutorial fulfills Home Possible®, HomeOneSM and other mortgage product requirements for first-time homebuyers
- Online, free, convenient to the borrower
- Available as instructor-led or online; in multiple languages



VISIT: SF.FreddieMac.com/working-with-us/creditsmart/courses

Receive the Latest News and Updates



The screenshot shows the Freddie Mac Single-Family website's Subscription Center. The header includes the Freddie Mac logo, navigation links (Home, Working with Us, Tools & Learning, News & Insights, About), and a search icon. Below the header, there's a sub-header 'About Single-Family' with links to 'Who We Are', 'Our Leadership', 'Media Center', 'Events', and 'Subscription Center'. The main heading is 'Subscription Center'. Below this, a section titled 'Subscribe to Our Best and Most Relevant Updates' explains that users will receive targeted emails about news, updates, alerts, and training. It asks users to choose the most important updates for their job. Below the text are four input fields: 'First Name', 'Last Name', 'Email Address', and 'Title'.

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Subscription Center

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Get the latest targeted informational emails on Single-Family news, updates, alerts, and new training and education opportunities. Choose only the ones that are most important and relevant for your job, organization and business.

First Name

Last Name

Email Address

Title

Sign Up For News and Updates:

SF.FreddieMac.com/about/single-family/subscription-center

YOU Are the Critical Link

- **YOU** are the critical link to helping well qualified homebuyers achieve their homeownership objectives:
 - Provide access to credit; originate loans to the full extent of Freddie Mac's credit box
 - Utilize your mortgage finance expertise
 - Explain the process and dispel the 20% down payment myth
 - Identify and match available financial resources in your area (government, nonprofit, private sources) with a sustainable mortgage solution
 - Take advantage of Freddie Mac training and resources for yourself and your borrower
- Homebuyer dream realized—and more business for you—if you know your market and where to find those affordability gap solutions



Freddie Mac is here to help!

NJHMFA and Realtors: A Great Partnership To Help Home Buyers



1. WHAT IS NJHMFA?

The New Jersey Housing and Mortgage Finance Agency (NJHMFA) is dedicated to increasing the availability and accessibility to safe, decent and affordable housing to families in New Jersey. NJHMFA offer programs that help qualified borrowers purchase a home by providing access to affordable first mortgages and down payment assistance programs.

2. WHAT PURCHASE PROGRAMS ARE AVAILABLE?

NJHMFA offers a First-Time Home Buyer Program and a Homeward Bound first mortgage program. Both programs offer a 30-year fixed-rate mortgage. The mortgage is coupled with a Down Payment Assistance (DPA) program that provides \$10,000 for down payment and closing costs. The DPA is interest free, requires no payments, and is forgivable after five years.

3. HOW IS IT DIFFERENT FROM OTHER GOVERNMENT LOANS?

NJHMFA is not a type of loan; NJHMFA is the State's housing agency. NJHMFA's programs are offered through our network of approved lenders. NJHMFA purchases FHA, VA and USDA first mortgage and Down Payment Assistance Loans from NJHMFA-approved lenders.

4. WILL AN NJHMFA LOAN SLOW DOWN THE LOAN APPROVAL AND ESCROW PROCESS?

The NJHMFA first mortgage generally has a turnaround time of up to five business days for compliance review after we receive a loan file that has been cleared to close with the approved lender. The lenders are aware of our cycle times and account for it in their processing cycle. There should be no delays for processing due to NJHMFA.

5. ARE THERE ANY COSTS TO THE SELLER?

There are no costs to the seller when a buyer utilizes NJHMFA programs. When buyers uses our DPA program, it may reduce the need for seller concessions.

6. WHY WOULD A BUYER USE NJHMFA PROGRAMS?

Many people are unable to purchase a home because they lack the money for down payment and closing costs. NJHMFA's DPA program is a great solution for qualified borrowers who desire to purchase a home.

7. ARE THE LENDERS FAMILIAR WITH NJHMFA PROGRAMS?

NJHMFA-approved network of lenders have all been trained on our products and services.

8. ARE NJHMFA BUYERS LESS LIKELY TO CLOSE THE SALE?

NJHMFA buyers have been qualified by their lender and have also completed HUD-approved home buyer counseling. The buyers are committed and eager to purchase a home.

9. IF I ACCEPT A BUYER'S OFFER USING NJHMFA PROGRAMS, WHAT IS THE IMPACT TO ME, THE SELLER?

There's minimal to no impact to a seller. There are no added costs associated with the sale of your home. The greatest impact will be opening up your home sale to a larger pool of qualified buyers with potential for multiple offers.

10. WHERE CAN I GET MORE INFORMATION?

You can visit NJHMFA's website at www.njhousing.gov or call 1-800-NJ-HOUSE.

**TO LEARN MORE, VISIT
WWW.THEROADHOMENJ.COM
OR CALL 1-800-NJ-HOUSE.**



NJHMFA Participating Lender List

PARTICIPATING LENDER NAME	PHONE	FIRST-TIME HOMEBUYER	NJHMFA DPA	POLICE & FIREMEN'S	STAY AT HOME
1ST COLONIAL COMMUNITY BANK	(856) 869-3250	✓	✓	✓	✓
ABSOLUTE HOME MORTGAGE CORPORATION	(855) 888-2462	✓	✓	✓	✓
ACRE MORTGAGE	(856) 810-1000	✓	✓		✓
ADVISORS MORTGAGE GROUP	(732) 292-3133	✓	✓	✓	✓
ALLIED MORTGAGE GROUP, INC.	(856) 782-2740	✓	✓	✓	✓
AMERICAN FEDERAL MORTGAGE	(866) 237-3942	✓	✓	✓	✓
AMERICAN FINANCIAL NETWORK INC.	(856) 942-4400	✓	✓	✓	✓
AMERICAN NEIGHBORHOOD MORTGAGE ACCEPTANCE	(866) 312-6682	✓	✓		✓
ATLANTIC HOME LOANS	(877) 598-6500	✓	✓	✓	✓
BENCHMARK	(732) 431-4481 (972) 398-7676	✓	✓	✓	✓
BOND STREET MORTGAGE	(888) 588-5522	✓	✓	✓	✓
CARDINAL FINANCIAL COMPANY, LP	(855) 561-4944	✓	✓		
CALIBER HOME LOANS	(848) 200-1700	✓	✓	✓	✓
CMG FINANCIAL	(866) 659-8989	✓	✓		
CROSS COUNTRY MORTGAGE	(201) 930-0300	✓	✓	✓	✓
DRAPER & KRAMER MORTGAGE CORP	(609) 415-6260	✓	✓	✓	✓
E MORTGAGE MANAGEMENT	(800) 793-9633	✓	✓		✓
EMBRACE HOME LOANS	(800) 333-3004			✓	
EVESHAM MORTGAGE, LLC	(856) 985-9944	✓	✓		
FAIRWAY INDEPENDENT MORTGAGE CORP	(609) 448-5626 (732) 809-8595	✓	✓	✓	✓
FAMILY FIRST FUNDING	(800) 542-7895	✓	✓	✓	✓
FINANCE OF AMERICA MORTGAGE	(877) 853-3562	✓	✓	✓	✓
FIRST ALLIANCE HOME MORTGAGE	(732) 582-3338	✓	✓		✓
FIRST CHOICE HOME LOANS	(732) 536-3330 (609) 498-7747	✓	✓	✓	✓
FM HOME LOANS LLC	(866) 987-8678	✓	✓		✓
FULTON BANK NA	(848) 299-0343	✓	✓		✓
GATEWAY MORTGAGE GROUP	(856) 810-1222	✓	✓	✓	✓
GET A RATE, LLC	(866) 955-5655	✓	✓		
GREENTREE MORTGAGE	(800) 524-1098	✓	✓	✓	✓
GREENWAY MORTGAGE	(732) 832-2967	✓	✓	✓	✓
GUARANTEED RATE	(609) 481-3651	✓	✓	✓	
INVESTORS HOME MORTGAGE	(973) 376-8100	✓	✓	✓	✓
MERIDIAN MORTGAGE	(609) 241-7028	✓	✓	✓	✓
THE MONEY STORE	(973) 805-2000	✓	✓		
MORTGAGE NETWORK INC.	(862) 240-3436	✓	✓		✓
MOVEMENT MORTGAGE LLC	(877) 314-1499	✓	✓	✓	
M&T BANK	(800) 322-6548	✓	✓		✓
LOANDEPOT	(609) 454-3482	✓	✓	✓	✓
NATIONWIDE MORTGAGE BANKERS INC.	(833) 700-8884	✓	✓	✓	✓
NFM, INC.	(800) 233-0092	✓	✓		✓
NJ LENDERS CORP	(732) 389-9898 x6143			✓	
NVR MORTGAGE	(856) 770-9008	✓	✓	✓	✓
PHILADELPHIA MORTGAGE ADVISORS	(609) 398-8600	✓	✓	✓	
PRIMARY RESIDENTIAL MORTGAGE INC.	(800) 255-2792	✓	✓	✓	✓
PROSPERITY HOME MORTGAGE	(609) 203-6096	✓	✓	✓	
REPUBLIC BANK	(856) 988-8100	✓	✓	✓	✓

✓ = Programs in which lenders are approved to participate

Updated 09.11.19

NJHMFA Participating Lender List

PARTICIPATING LENDER NAME	PHONE	FIRST-TIME HOMEBUYER	NJHMFA DPA	POLICE & FIREMEN'S	STAY AT HOME
TRIDENT MORTGAGE	(800) 333-0002	✓	✓	✓	
UNION HOME MORTGAGE	(732) 375-9162	✓	✓		✓
US MORTGAGE CORPORATION	(888) 562-6715	✓	✓	✓	
VALLEY NATIONAL BANK	(800) 225-5859			✓	
WELLS FARGO	(866) 316-8816			✓	
WESTERN EXPRESS LENDING	(844) 378-4482	✓	✓	✓	

✓ = Programs in which lenders are approved to participate

Updated 09.11.19

Income Limits For Homeward Bound Program Participants

MAXIMUM INCOME LIMITS - TARGET AREA

COUNTIES	Percent of Area Median Income (AMI) 140%
Atlantic, Burlington, Camden, Cape May, Cumberland, Gloucester, Hudson & Salem	\$140,700
Essex, Morris, Sussex & Union	\$140,840
Monmouth & Ocean	\$143,220
Warren	\$144,760
Mercer	\$148,120
Bergen & Passaic	\$149,240
Hunterdon, Middlesex & Somerset	\$165,620

MAXIMUM PURCHASE PRICE LIMITS - TARGET AREA

COUNTIES	1 - FAMILY	2 - FAMILY	3 - FAMILY	4 - FAMILY
Atlantic	\$347,880	\$445,342	\$538,293	\$668,976
Cumberland	\$346,315	\$443,445	\$535,983	\$666,088
Mercer	\$379,506	\$485,822	\$587,244	\$729,807
Warren	\$409,866	\$524,708	\$634,216	\$788,218
Burlington, Camden, Gloucester & Salem	\$442,757	\$566,784	\$685,146	\$851,469
Cape May	\$455,407	\$583,009	\$704,727	\$875,779
Bergen, Essex, Hudson, Hunterdon, Middlesex, Monmouth, Morris, Ocean, Passaic, Somerset, Sussex, Union	\$799,190	\$1,023,347	\$1,236,943	\$1,537,165

Limits are listed from lowest to highest.

*Federal Housing Administration (FHA) & Veteran Administration (VA) maximum mortgage amounts prevail if more restrictive.

Need health insurance?

To enroll, view coverage, and learn how the law affects you, visit the official site of the Affordable Care Act (ACA) at healthcare.gov.

1-800-NJ-HOUSE  WWW.NJHOUSING.GOV



For up-to-date information, 24-hours a day, visit us online at www.njhousing.gov • Updated 7.1.19

Urban Target Area Limits For First-Time Home Buyers

Effective 4/30/19

MAXIMUM INCOME LIMITS - TARGET AREA

COUNTIES	Percent of Area Median Income (AMI)	
	120%	140%
	1-2 FAMILY HOUSEHOLD	3+ HOUSEHOLD
Atlantic, Burlington, Camden, Cape May, Cumberland, Gloucester, Hudson & Salem	\$120,600	\$140,700
Essex, Morris, Sussex & Union	\$120,720	\$140,840
Monmouth & Ocean	\$122,760	\$143,220
Warren	\$124,080	\$144,760
Mercer	\$126,960	\$148,120
Bergen & Passaic	\$127,920	\$149,240
Hunterdon, Middlesex & Somerset	\$141,960	\$165,620

MAXIMUM PURCHASE PRICE LIMITS - TARGET AREA

COUNTIES	1 - FAMILY	2 - FAMILY	3 - FAMILY	4 - FAMILY
Atlantic	\$347,880	\$445,342	\$538,293	\$668,976
Cumberland	\$346,315	\$443,445	\$535,983	\$666,088
Mercer	\$379,506	\$485,822	\$587,244	\$729,807
Warren	\$409,866	\$524,708	\$634,216	\$788,218
Burlington, Camden, Gloucester & Salem	\$442,757	\$566,784	\$685,146	\$851,469
Cape May	\$455,407	\$583,009	\$704,727	\$875,779
Bergen, Essex, Hudson, Hunterdon, Middlesex, Monmouth, Morris, Ocean, Passaic, Somerset, Sussex, Union	\$799,190	\$1,023,347	\$1,236,943	\$1,537,165

Limits are listed from lowest to highest.

*Federal Housing Administration (FHA) & Veteran Administration (VA) maximum mortgage amounts prevail if more restrictive.

The following areas are identified as Urban Target Areas. Entire municipalities may not be a designated Urban Target Area (UTA). Please use the Site Evaluator online tool at www.njhousing.gov/homeownership/buyers/site/ or contact an NJHMF A participating lender to determine if your property is within a UTA.

Atlantic: Atlantic City, Hamilton Twp., Somers Point

Bergen: Garfield, Hackensack

Burlington: Maple Shade, Mount Holly, Southampton

Camden: Camden, Lindenwold, Pennsauken

Cape May: Woodbine, Lower Township, Middle Township

Cumberland: Commercial Township, Downe, Bridgeton, Millville, Vineland

Essex: Newark, East Orange, Irvington, Montclair, West Orange, City of Orange Twp.

Hudson: Jersey City, Bayonne, Kearney Town, Harrison Town, North Bergen, Guttenberg Town, West New York, Union City, Hoboken, West New York

Mercer: Trenton

Middlesex: Perth Amboy, New Brunswick, Old Bridge, Edison, Woodbridge

Monmouth: Red Bank, Long Branch, Asbury Park, Neptune Twp., Freehold

Morris: Morristown, Victory Gardens

Ocean: Lakewood, Manchester Twp., Berkeley Twp.

Passaic: Clifton, Passaic, Paterson

Salem: Penns Grove, Salem City

Union: Elizabeth, Plainfield

Warren: Phillipsburg

Need health insurance?

To enroll, view coverage, and learn how the law affects you, visit the official site of the Affordable Care Act (ACA) at healthcare.gov.

1-800-NJ-HOUSE  WWW.NJHOUSING.GOV

For up-to-date information, 24-hours a day, visit us online at www.njhousing.gov • Updated 5.20.19



Statewide Limits For First-Time Home Buyers

Effective 4/30/19

MAXIMUM INCOME LIMITS - STATEWIDE AREA

COUNTIES	Percent of Area Median Income (AMI)	
	100% 1-2 FAMILY HOUSEHOLD	115% 3+ HOUSEHOLD
Atlantic, Burlington, Camden, Cape May, Cumberland, Gloucester, Hudson & Salem	\$100,500	\$115,575
Essex, Morris, Sussex & Union	\$100,600	\$115,690
Monmouth & Ocean	\$102,300	\$117,645
Warren	\$103,400	\$118,910
Mercer	\$105,800	\$121,670
Bergen & Passaic	\$106,600	\$122,590
Hunterdon, Middlesex & Somerset	\$118,300	\$136,045

MAXIMUM PURCHASE PRICE LIMITS - STATEWIDE AREA

COUNTIES	1 - FAMILY	2 - FAMILY	3 - FAMILY	4 - FAMILY
Cumberland	\$283,348	\$362,818	\$438,532	\$544,981
Atlantic	\$284,629	\$364,371	\$440,422	\$547,344
Mercer	\$310,505	\$397,491	\$480,473	\$597,114
Warren	\$335,345	\$429,307	\$518,904	\$644,905
Burlington, Camden, Gloucester & Salem	\$362,256	\$463,733	\$560,574	\$696,656
Cape May	\$372,606	\$477,008	\$576,594	\$716,546
Bergen, Essex, Hudson, Hunterdon, Middlesex, Monmouth, Morris, Ocean, Passaic, Somerset, Sussex, Union	\$653,883	\$837,284	\$1,012,044	\$1,257,680

Limits are listed lowest to highest.

Need health insurance?

To enroll, view coverage, and learn how the law affects you, visit the official site of the Affordable Care Act (ACA) at healthcare.gov.



1-800-NJ-HOUSE  WWW.NJHOUSING.GOV

For up-to-date information, 24-hours a day, visit us online at www.njhousing.gov • Updated 5.20.19

Housing Counseling Resources

NJHOUSING.GOV/FORECLOSURE

A Service of the
New Jersey Housing and
Mortgage Finance Agency

Get Help from a HUD-Certified Housing Counseling Agency

Below is a list of New Jersey HUD-certified housing counseling agencies.*

Whether you've fallen behind or are struggling to make your payments each month, you can absolutely benefit from meeting with a HUD-certified housing counselor. Meet one-on-one and explore foreclosure prevention programs to help you find the solution that is BEST for you. Depending on your situation, your counselor may be able to help you negotiate a more affordable mortgage payment. Don't wait. If you need help with your mortgage, call a HUD-certified housing counselor that operates in your home county and get help today.

Atlantic County

Consumer Credit and Budget Counseling
609-390-9652 | 888-738-8233

NJ Citizen Action
800-656-9637
973-643-8800

Bergen County

Consumer Credit and Budget Counseling
609-390-9652 | 888-738-8233

Housing Partnership
973-659-1414

NJ Citizen Action
800-656-9637
973-643-8800

Tri-City Peoples Corporation
973-676-5506

Burlington County

Clarifi
800-989-2227

Consumer Credit and Budget Counseling
609-390-9652 | 888-738-8233

NJ Citizen Action
800-656-9637
973-643-8800

Camden County

Clarifi
800-989-2227

Consumer Credit and Budget Counseling
609-390-9652
888-738-8233

NJ Citizen Action
800-656-9637
973-643-8800

Cape May County

Consumer Credit and Budget Counseling
609-390-9652
888-738-8233

NJ Citizen Action
800-656-9637
973-643-8800

Cumberland County

Consumer Credit and Budget Counseling
609-390-9652
888-738-8233

NJ Citizen Action
800-656-9637
973-643-8800

Essex County

Consumer Credit and Budget Counseling
609-390-9652
888-738-8233

Faith Fellowship CDC
732-727-9500

Housing Partnership
973-659-1414

NJ Citizen Action
800-656-9637
973-643-8800

Tri-City Peoples Corporation
973-676-5506

Gloucester County

Clarifi
800-989-2227

NJ Citizen Action
800-656-9637
973-643-8800

Consumer Credit and Budget Counseling
609-390-9652
888-738-8233

Hudson County

Consumer Credit and Budget Counseling
609-390-9652
888-738-8233

Housing Partnership
973-659-1414

NJ Citizen Action
800-656-9637
973-643-8800

Tri-City Peoples Corporation
973-676-5506

Hunterdon County

Consumer Credit and Budget Counseling
609-390-9652
888-738-8233

Faith Fellowship CDC
732-727-9500

Navicore
Housing Counseling: 1-866-472-4557
FMAP: 1-866-552-4557
NJMediation@navicoresolutions.org

NJ Citizen Action
800-656-9637
973-643-8800

Puerto Rican Action Board
732-249-9700

Mercer County

Affordable Housing Alliance of NJ
732-389-2958

Consumer Credit and Budget Counseling
609-390-9652
888-738-8233

Navicore
Housing Counseling: 1-866-472-4557
FMAP: 1-866-552-4557
NJMediation@navicoresolutions.org

NJ Citizen Action
800-656-9637
973-643-8800

(Continued on next page...)

1-800-NJ-HOUSE | www.njhousing.gov/foreclosure

*A comprehensive list of all HUD housing counseling agencies serving New Jersey can be found at bit.ly/hudcounselorsnj.

Get Help from a HUD-Certified Housing Counseling Agency (Continued)

Continued below is a list of New Jersey HUD-certified housing counseling agencies that specialize in foreclosure prevention. **Don't wait:** If you need help with your mortgage, call a HUD-certified housing counselor that operates in your home county and get help today. A comprehensive list of all HUD housing counseling agencies serving New Jersey can be found at bit.ly/hudcounselorsnj.

Middlesex County

Consumer Credit and Budget Counseling
609-390-9652
888-738-8233

Faith Fellowship CDC
732-727-9500

Navicore
Housing Counseling: 1-866-472-4557
FMAP: 1-866-552-4557
NJMediation@navicoresolutions.org

NJ Citizen Action
800-656-9637
973-643-8800

Puerto Rican Action Board
732-249-9700

Monmouth County

Affordable Housing Alliance of NJ
732-389-2958

Consumer Credit and Budget Counseling
609-390-9652
888-738-8233

Navicore
Housing Counseling: 1-866-472-4557
FMAP: 1-866-552-4557
NJMediation@navicoresolutions.org

NJ Citizen Action
800-656-9637
973-643-8800

Morris County

Consumer Credit and Budget Counseling
609-390-9652 | 888-738-8233

Faith Fellowship CDC
732-727-9500

Housing Partnership
973-659-1414

NJ Citizen Action
800-656-9637 | 973-643-8800

Tri-City Peoples Corporation
973-676-5506

Ocean County

Affordable Housing Alliance of NJ
732-389-2958

Consumer Credit and Budget Counseling
609-390-9652 | 888-738-8233

Navicore
Housing Counseling: 1-866-472-4557
FMAP: 1-866-552-4557
NJMediation@navicoresolutions.org

NJ Citizen Action
800-656-9637 | 973-643-8800

Passaic County

Consumer Credit and Budget Counseling
609-390-9652 | 888-738-8233

Housing Partnership
973-659-1414

NJ Citizen Action

800-656-9637 | 973-643-8800

Tri-City Peoples Corporation
973-676-5506

Salem County

Consumer Credit and Budget Counseling
609-390-9652 | 888-738-8233

NJ Citizen Action
800-656-9637 | 973-643-8800

Somerset County

Consumer Credit and Budget Counseling
609-390-9652 | 888-738-8233

Faith Fellowship CDC
732-727-9500

Navicore
Housing Counseling: 1-866-472-4557
FMAP: 1-866-552-4557
NJMediation@navicoresolutions.org

NJ Citizen Action
800-656-9637 | 973-643-8800

Puerto Rican Action Board
732-249-9700

Sussex County

Consumer Credit and Budget Counseling
609-390-9652 | 888-738-8233

Housing Partnership
973-659-1414

NJ Citizen Action

800-656-9637 | 973-643-8800

Tri-City Peoples Corporation
973-676-5506

Union County

Consumer Credit and Budget Counseling
609-390-9652 | 888-738-8233

Faith Fellowship CDC
732-727-9500

Housing Partnership
973-659-1414

NJ Citizen Action
800-656-9637 | 973-643-8800

Tri-City Peoples Corporation
973-676-5506

Warren County

Consumer Credit and Budget Counseling
609-390-9652 | 888-738-8233

Faith Fellowship CDC
732-727-9500

Housing Partnership
973-659-1414

NJ Citizen Action
800-656-9637 | 973-643-8800

Tri-City Peoples Corporation
973-676-5506

Beware of Foreclosure Rescue Scams!

- There is never a fee to get assistance or information about Making Home Affordable (www.makinghomeaffordable.gov) from your lender, a HUD-approved housing counselor or a NJ Housing Counseling Agency listed in this document.
- Beware of any person or organization that asks you to pay a fee in exchange for housing counseling services or modification of a delinquent loan. Do not pay – walk away!
- Beware of anyone who says they can “save” your home if you sign or transfer over the deed to your house. Do not sign over the deed to your property to any organization or individual unless you are working directly with your mortgage company to forgive your debt.
- Never make your mortgage payments to anyone other than your mortgage company without their approval.
- If you feel you have been taken advantage of or misled by a lender, contact Legal Services of New Jersey (LSNJ) at 1-888-576-5529 or online at www.LSNJ.org. LSNJ provides legal representation to low-income NJ homeowners. Homeowners of any income level may file a complaint with the NJ Dept of Banking and Insurance (DOBI) at 1-800-446-7467, or online at www.state.nj.us/dobi/consumer.htm. Additionally, the Attorney General urges anyone who has been a victim of mortgage-related fraud to report it by calling the Division of Consumer Affairs' toll-free hotline at 1-800-242-5846. You can also visit www.njconsumeraffairs.gov to file a complaint online.

Homeward Bound Homebuyer Mortgage Program



PROGRAM DESCRIPTION

The New Jersey Housing and Mortgage Finance Agency's (NJHMFA) Homeward Bound Homebuyer Mortgage Program provides a 30-year, fixed-rate government insured loan for eligible homebuyers purchasing their first home in New Jersey. An NJHMFA first mortgage lending program is required for a Borrower to participate in NJHMFA's Down Payment Assistance (DPA) Program, which provides eligible homebuyers with \$10,000 in interest-free, forgivable funding toward the down payment and closing costs.

LOAN TERMS/INTEREST

Call an NJHMFA participating lender for current loan term and rates. The list of participating lenders can be found online at www.theroadhomenj.com.

ELIGIBLE BORROWERS

- Borrower(s) must purchase and occupy a residential home in New Jersey.
- Borrower(s) must be a first-time homebuyer, defined as someone who has not had an ownership interest in their primary residence during the previous three years.
- Property must be occupied as the Borrower's primary residence within 60 days of closing.
- Borrower must maintain occupancy for the life of the loan.

INCOME LIMITS

There is no specific income or purchase price limit.

ELIGIBLE PROPERTIES

- The property must be located in the state of New Jersey.
- Properties must comply with any and all guidelines of the applicable insurer/guarantor such as FHA, VA or USDA.
- The property must be a single-family home, condominium, townhome, manufactured or mobile home, which is permanently affixed to real property owned by the Borrower, or a two- to four-family dwelling unit of which one unit is to be occupied by the Borrower as his or her principal residence.

DOWN PAYMENT/CLOSING COSTS

Down payment requirements are based on the mortgage insurer or guarantor's guidelines.

Borrower may fund down payment and closing costs through NJHMFA's Down Payment Assistance Program, which provides eligible homebuyers purchasing a home in New Jersey with \$10,000.

HOW DO I APPLY?

To apply for the NJHMFA Homeward Bound Homebuyer Mortgage Program, please contact a participating NJHMFA lender. The list of participating lenders can be found online at www.theroadhomenj.com.

**TO LEARN MORE, VISIT
WWW.THEROADHOMENJ.COM
OR CALL 1-800-NJ-HOUSE.**

Need health insurance?

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First-Time Homebuyer Mortgage Program



PROGRAM DESCRIPTION

The New Jersey Housing and Mortgage Finance Agency's (NJHMFA) First-Time Homebuyer Mortgage Program provides a competitive loan for eligible homebuyers purchasing their first home in New Jersey. It may be combined with the NJHMFA Down Payment Assistance (DPA) Program. Buyers of homes located within Urban Target Areas need not be first-time buyers.

LOAN TERMS

The NJHMFA First-Time Homebuyer Mortgage Program is a 30-year, fixed-rate government insured loan. Call an NJHMFA participating lender for current loan terms and rates. The list of participating lenders can be found online at www.theroadhomenj.com.

ELIGIBLE BORROWERS

- Borrower(s) must purchase and occupy a residential home in New Jersey.
- Borrower(s) must be a first-time homebuyer, defined as someone who has not had an ownership interest in their primary residence during the previous three years.
- Borrower(s) must have a FICO score of 620 or greater and meet debt-to-income requirements.
- Property must be occupied as the Borrower's primary residence within 60 days of closing.

INCOME LIMITS

Income limits are determined by the area of purchase as well as family size, but may not exceed 140% of Area Median Income.

ELIGIBLE PROPERTIES

- The property must be located in the state of New Jersey.
- Must be a single-family home, condominium, townhome, manufactured or mobile home.
- A two- to four-family dwelling unit (which has been in existence for five or more years) of which one unit is to be occupied by the Borrower as his/her principal residence.
- Properties located in an Urban Target Area (UTA) are eligible for higher income limits. To determine if the proposed property is within a UTA, visit the Site Evaluator (www.njhousing.gov/homeownership/buyers/site) and follow the Site Evaluator Tutorial.

DOWN PAYMENT/CLOSING COSTS

Down payment requirements are based on the mortgage insurer or guarantor's guidelines.

Borrower may fund closing costs through NJHMFA's Down Payment Assistance Program, which provides eligible homebuyers purchasing a home in New Jersey with \$10,000 toward the down payment and closing costs.

HOW DO I APPLY?

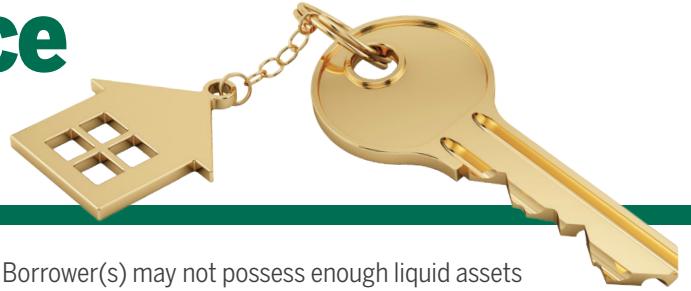
To apply for the NJHMFA First-Time Homebuyer Mortgage Program, please contact a participating NJHMFA lender. The list of participating lenders can be found online at www.theroadhomenj.com.

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NJHMFA Down Payment Assistance (NJHMFA DPA)



PROGRAM DESCRIPTION

Accumulating the funds for down payment and closing costs is a common barrier to potential homeowners. The New Jersey Housing and Mortgage Finance Agency (NJHMFA) Down Payment Assistance (DPA) Program provides qualified homebuyers with \$10,000 toward down payment and/or closing costs. The DPA program is only available to participants in NJHMFA's first mortgage lending programs.

LOAN TERMS

The interest rate on the NJHMFA DPA program second mortgage is 0%. If the Borrower continuously resides in the premises as his/her principal residence for five years from the loan closing date, the DPA second mortgage will have been deemed satisfied.

ELIGIBLE BORROWERS

- Borrower(s) must purchase and occupy a residential home in New Jersey.
- Borrower(s) must qualify and meet all requirements for an NJHMFA first mortgage loan originated through a participating lender.
- Borrower(s) must be a first-time homebuyer, defined as someone who has not had an ownership interest in their primary residence during the previous three years.
- Borrower(s) must have a FICO score of 620 or greater and meet debt-to-income requirements.

- Borrower(s) may not possess enough liquid assets to close a mortgage loan at 80% LTV or less.

INCOME LIMITS

Income limit is based on household size, location of the property and the funding source of the first mortgage. In no event will the maximum allowable household income exceed 140% of area median income.

PROPERTY ELIGIBILITY

- Must be a single-family home, condominium, townhome, manufactured or mobile home, which is permanently affixed to real property owned by the Borrower.
- Two-to four-family dwellings are eligible if one unit is occupied by the Borrower as his or her primary residence.
- Property is subject to purchase price limits, which are based on family size and location. Please see Statewide Limit charts at www.njhousing.gov/homeownership/buyers/first/.
- The property must meet the respective guidelines for the NJHMFA's first mortgage loan originated through a participating lender.

HOW DO I APPLY?

To apply for the NJHMFA DPA Program, please contact a participating NJHMFA lender. The list of participating lenders can be found online at www.theroadhomenj.com.

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WWW.THEROADHOMENJ.COM
OR CALL 1-800-NJ-HOUSE.**

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